



2023 Financial Statement

Dealership: Superb Motors

Period Ending: May 31, 2023

ASSETS				LINE NO.	LIABILITIES AND NET WORTH					
CURRENT ASSETS	ACCT NO.	AMOUNT		1	CURRENT LIABILITIES		ACCT NO.	AMOUNT		
CASH ON HAND	1000	98,014		2	ACCOUNTS PAYABLE		2000	1,513,877		
CASH IN BANK	1010-1015	361,940		3	CUSTOMER DEPOSITS		2010	-		
CONTRACTS IN TRANSIT	1020	654,866		4	CUSTOMER ACCOMMODATIONS		2020	-		
CASH INVESTMENTS AND TIME DEPOSITS	1030-1050	-		5	LICENSE & REGISTRATION FEES		2030	67,940		
TOTAL CASH AND EQUIVALENT (LINES 2-5)		390,940		6	VEHICLE PROTECTION & ESC PAYABLE		2040	56,144		
RECEIVABLES	> 60 DAYS			7	VEHICLE LIEN PAYABLE		2050	51,013		
RETAIL VEHICLES	1100	414,950		8	OTHER ACCOUNTS PAYABLE		2060	63,940		
WHOLE & LOT TRANSFER	1110	-		9	TOTAL ACCOUNTS PAYABLE (LINES 2-8)			1,752,914		
LEASE & RENTAL	1120	-		10	CURRENT NOTES PAYABLE					
FINANCE & INSURANCE	1130	88,747		11	NOTES PAYABLE	USED VEHICLES	2110	4,455,751		
CUSTOMER NOTES	1140	-		12		LEASE & RENTAL VEHICLES	2120	-		
SERVICE, PARTS & BODY ACCOUNTS	1150	287,225		13		CURRENT PORTION - LONG TERM DEBT	2130	-		
SERVICE CONTRACT CLAIMS	1160	-		14		OTHER	2140	657,468		
ALLOWANCE FOR DOUBTFUL ACCOUNTS	1170	-		15	TOTAL CURRENT NOTES PAYABLE (LINES 11-14)			5,113,219		
TRADE RECEIVABLES - AFFILIATES	1180	-		16	ACCRUED LIABILITIES					
OTHER RECEIVABLES	1190	367,334		17	INTEREST PAYABLE		2200	19,523		
TOTAL RECEIVABLES (LINES 8-17)		1,158,256		18	SALARIES, WAGES & COMMISSIONS PAYABLE		2210	151,880		
INVENTORIES				19	INSURANCE PAYABLE		2220	-		
DEMONSTRATORS	1200	-		20	PAYROLL TAXES PAYABLE		2230	-		
OTHER AUTOMOTIVE	1210	-		21	SALES TAXES PAYABLE		2240	129,925		
USED CARS	1220	5,045,758		22	INCOME TAXES PAYABLE		2250	3,000		
USED TRUCKS	1230	-		23	OTHER TAXES PAYABLE		2260	157,810		
REMARKETED VEHICLES	1240	-		24	EMPLOYEE BONUSES PAYABLE		2270	-		
PARTS & ACCESSORIES	1250	454		25	OWNERS' BONUSES PAYABLE		2280	-		
OTHER INVENTORY	1520-1530	-		26	PENSION FUND/PROFIT SHARING PAYABLE		2290	-		
ALLOWANCE - PARTS INVENTORY ADJUSTMENT	1540	-		27	OTHER PAYABLES		2300	669		
LIFO RESERVE - USED VEHICLES	1550	-		28	RESERVE FOR REPO, FBI & SVC CONTRACT LOSSES		2310	-		
LIFO RESERVE - PARTS & ACCESSORIES	1560	-		29	OTHER RESERVES		2320	965		
TOTAL INVENTORIES (LINES 21-30)		5,046,212		30	TOTAL ACCRUED LIABILITIES (LINES 17-29)			463,772		
PREPAID EXPENSES				31		GUIDE \$				
PREPAID ADVERTISING	1610	3,453		32	WORKING CAPITAL	ACTUAL \$	-728,950			
PREPAID TAXES	1620	9,000		33		(ASSET LINE 40 MINUS LIABILITY LINES 9 + 15 + 30)				
PREPAID RENT	1630	-		34	OTHER LIABILITIES					
PREPAID INSURANCE	1640	-		35	LONG TERM DEBT		2400	-		
PREPAID OTHER	1650	-		36	NOTES PAYABLE - OWNERS/OFFICERS		2410	-		
TOTAL PREPAID EXPENSES (LINES 33-37)		5,547		37	NOTES PAYABLE - AFFILIATED COMPANIES		2420	-		
OTHER CURRENT ASSETS	1670	-		38	MORTGAGES PAYABLE - REAL ESTATE		2430	-		
TOTAL CURRENT ASSETS (LINES 6+18+31+38+39)		6,600,955		39	DEFERRED INCOME TAX		2440	-		
LEASE AND RENTAL VEHICLES				40	OTHER LIABILITIES		2450	358,536		
LEASE VEHICLES - NET	UNITS	1680-1690		41	TOTAL OTHER LIABILITIES (LINES 35-40)			358,536		
RENTAL VEHICLES - NET	UNITS	1700-1710		42	TOTAL LIABILITIES (LINES 9+15+30+41)			7,688,441		
DRIVER TRAINING VEHICLES - NET	UNITS	1720-1730		43	NET WORTH					
TOTAL LEASE & RENTAL VEHICLES (LINES 42 THRU 44)		-		44	CAPITAL STOCK		2500	1,000		
FIXED ASSETS				45	ADDITIONAL PAID IN CAPITAL		2510	629		
LAND & IMPROVEMENTS	1750/1760	-		46	RETAINED EARNINGS		2520	186,680		
BUILDINGS & IMPROVEMENTS	1770/1780	-		47	DIVIDENDS		2530	-		
MACHINERY & SHOP EQMT	1790/1800	-		48	INVESTMENTS (PROPRIETOR OR PARTNERS)		2540	-		
PARTS & ACC. EQUIPMENT	1810/1820	-		49	WITHDRAWALS / DRAWINGS		2550	-		
FURN. FIXTURES & SIGNS	1830/1840	48,437		50	UNITS PLACED IN SERVICE DURING CURRENT MONTH					
COMPANY VEHICLES	1850/1860	-		51	RETAIL UNIT SALES (FROM PG 2)					
REHOLDS & IMPROVEMENTS	1870/1880	125,062		52	MONTH	CARS	TRUCKS	OTHER	TOTAL	AMOUNT
OTHER FIXED ASSETS	1890	-		53	JANUARY	31	-	-	31	-71,677
NET TOTAL FIXED ASSETS (LINES 47-54)		157,911		54	FEBRUARY	55	-	-	55	-34,523
OTHER ASSETS				55	MARCH	56	-	-	56	-84,730
LIFE INSURANCE - CASH VALUE	1900	-		56	APRIL	55	-	-	55	27,839
NOTES & RECEIVABLES - OFFICERS & OWNERS	1910	1,000		57	MAY	55	-	-	55	69,986
INVESTMENTS IN AFFILIATED COMPANIES	1920	-		58	JUNE	-	-	-	-	-
ADVANCES - AFFILIATED PARTIES	1930	-		59	JULY	-	-	-	-	-
ADVANCES - OTHER PARTIES	1940	-		60	AUGUST	-	-	-	-	-
NOTES & RECEIVABLES - OTHER	1950	-		61	SEPTEMBER	-	-	-	-	-
FINANCE RECEIVABLES - DEFERRED	1960	-		62	OCTOBER	-	-	-	-	-
OTHER INVESTMENTS & MISC. ASSETS	1970	-		63	NOVEMBER	-	-	-	-	-
DEPOSITS ON CONTRACTS	1980	31,610		64	DECEMBER	-	-	-	-	-
OTHER ASSETS	1990	618,809		65	UNIT TOTALS	252	-	-	252	-
TOTAL OTHER ASSETS (LINES 57-66)		651,419		66	NET EARNINGS (LINE 53-64)					-93,105
TOTAL ASSETS (LINES 40+45+55+67)		7,410,285		67	TOTAL NET WORTH (LINES 44 THRU 49 + 66)					-278,156
				68	TOTAL LIABILITIES AND NET WORTH (LINES 42 + 67)					7,410,285

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MONTH-TO-DATE					DEPARTMENTAL GROSS PROFIT ANALYSIS		YEAR-TO-DATE					
LINE NO.	SALES	GROSS PROFIT	UNITS	PER UNIT	ACCOUNT NAME	ACCT NO.	SALES	GROSS PROFIT	UNITS	PER UNIT	LINE NO.	
1	1,002,181	141,260	55	2,568	USED CAR RETAIL	3500	7,831,935	191,022	252	758	1	
2					- USED CAR RECONDITIONING	4510					2	
3	18,577	-11,777	3	-3,926	USED CAR WHOLESALE SALES	3520	1,668,010	22,497	76	296	3	
4					- USED CAR INVENTORY ADJUSTMENTS	4530					4	
5					- USED TRUCK RETAIL	3540					5	
6					- USED TRUCK RECONDITIONING	4550					6	
7					- USED TRUCK WHOLESALE SALES	3560					7	
8					- USED TRUCK INVENTORY ADJUSTMENTS	4570					8	
9					- REMARKETED RETAIL CAR SALES	3580					9	
10					- REMARKETED WHOLESALE CAR SALES	3590					10	
11					- REMARKETED RETAIL TRUCK SALES	3600					11	
12					- REMARKETED WHOLESALE TRUCK SALES	3610					12	
13					- USED VEHICLE REPOSSESSION LOSSES	4620					13	
14					- AFTERMARKET MERCHANDISE SALES	3630					14	
15					- LIFO ADJUSTMENTS - USED VEHICLES	4640					15	
16	1,021,058	129,483	55	2,354	TOTAL USED VEHICLE DEPARTMENT		9,499,945	213,519	252	847	16	
17		62,614	28	2,236	USED VEH. FINANCE INCOME	3700		359,174	217	1,655	17	
18					- USED VEH. FINANCE CHARGEBACKS	4710		3,330	1	-3,330	18	
19					- USED VEH. INSURANCE INCOME	3720					19	
20					- USED VEH. INSURANCE CHARGEBACKS	4730		-535	1	-535	20	
21		61,557	28	2,198	USED VEH. SERVICE CONTRACT INCOME	3740		401,186	178	2,254	21	
22					- USED VEH. SERVICE CONT. CHARGEBACKS	4750		24,181			22	
23		124,171			TOTAL FINANCE AND INSURANCE			733,384			23	
24	1,021,058	253,654			TOTAL VEHICLE AND F&I DEPTS.		9,499,945	946,903			24	
25											25	
26					R.O. SALES / R.O. FIXED OPERATIONS ANALYSIS					R.O. SALES / R.O.	26	
27					CUSTOMER LABOR SALES - MECHANICAL	5000					27	
28					SERVICE CONTRACT LABOR SALES	5020					28	
29					INTERNAL LABOR SALES	5080					29	
30					SUBLET REPAIR SALES	5100					30	
31					UNAPPLIED LABOR	5110					31	
32					TOTAL SERVICE DEPARTMENT						32	
33					G.P.%						G.P.%	33
34					- PARTS SALES - MECHANICAL R.O.	5200						34
35					- PARTS SALES - SERVICE CONTRACT R.O.	5220						35
36					- PARTS SALES - INTERNAL R.O.	5260						36
37					- SALES - GAS, OIL & GREASE	5280						37
38					- PARTS SALES BODY SHOP	5290						38
39					- PARTS SALES - COUNTER RETAIL	5310						39
40					- PARTS SALES - WHOLESALE	5330						40
41					- PURCHASE DISCOUNTS AND ALLOWANCES	6380						41
42					- PARTS INVENTORY ADJUSTMENTS	6370						42
43					- LIFO ADJUSTMENTS - PARTS INVENTORY	6385						43
44					- TOTAL PARTS DEPARTMENT							44
45					- BODY SHOP - CUSTOMER LABOR SALES	5400						45
46					- BODY SHOP - INTERNAL LABOR SALES	5430						46
47					- BODY SHOP - SUBLET LABOR SALES	5440						47
48					- PAINT & BODY SHOP MATERIAL SALES	5450						48
49					- UNAPPLIED LABOR	6450						49
50					- TOTAL BODY SHOP DEPARTMENT							50
51					- TOTAL PARTS, SERVICE & BODY SHOP							51
52	1,021,058	253,654			- TOTAL DEALERSHIP GROSS		9,499,945	946,903				52
53					DEALERSHIP OPERATIONS TREND ANALYSIS							53
54												54
55		TOTAL VEHICLE	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL	55
56		F&I GROSS	SERVICE	PARTS	TOTAL BODY	DEPT.	DEALERSHIP	OPERATING	OTHER	LOSS	BEFORE	56
57	JANUARY	158,836	GROSS	GROSS	SHOP GROSS	GROSS	EXPENSES	PROFIT	INCOME (EXPENSE)	BONUS		57
58	FEBRUARY	158,431				158,836	223,979	-65,143	-6,534	-71,677		58
59	MARCH	129,634				158,431	304,371	-145,940	111,417	-34,523		59
60	APRIL	246,347				129,634	293,517	-163,883	79,153	-84,730		60
61	MAY	253,654				246,347	257,943	-11,597	39,436	27,839		61
62	JUNE					253,654	184,843	68,811	1,175	69,986		62
63	JULY											63
64	AUGUST											64
65	SEPTEMBER											65
66	OCTOBER											66
67	NOVEMBER											67
68	DECEMBER											68
69	YTD TOTAL	946,902				946,902	1,264,653	-317,752	224,647	-93,105		69

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LINE NO.		ACCOUNT NO.	TOTAL DEALERSHIP				USED VEHICLE DEPARTMENT			LINE NO.
			MTD	% G.P.	YTD	% G.P.	MONTH	YTD		
1	TOTAL DEALERSHIP GROSS PROFIT (PAGE 2 - LINE 49)		253,654		946,903		253,654	946,903	1	
2	ADVERTISING	8000	11,312	4.46%	117,653	12.43%	11,312	117,653	2	
3	SALES PROMOTION	8010							3	
4	SALESPERSON COMPENSATION & INCENTIVES	8020	16,845	6.64%	177,519	18.75%	16,845	177,519	4	
5	FINANCE & INSURANCE COMPENSATION	8040	14,417	5.68%	75,232	7.95%	14,417	75,232	5	
6	FLOOR PLAN INTEREST	8050	30,410	11.99%	187,737	19.83%	30,410	187,737	6	
7	DELIVERY EXPENSE	8060	21,819	8.60%	41,931	4.43%	21,819	41,406	7	
8	POLICY EXPENSE	8070			7,562	0.80%		7,562	8	
9	COMPENSATION - OWNERS	8080			20,000	2.11%		20,000	9	
10	COMPENSATION - SUPERVISORS	8090	12,800	5.05%	107,171	11.32%	12,800	107,171	10	
11	COMPENSATION - CLERICAL	8100	10,376	4.09%	58,961	6.23%	10,376	58,961	11	
12	COMPENSATION - OTHER	8110	7,891	3.11%	58,553	6.18%	7,891	58,553	12	
13	LEAVE - VACATION, SICK & HOLIDAY	8120							13	
14	PAYROLL TAXES	8130	4,225	1.67%	47,927	5.06%	4,225	47,927	14	
15	TRAINING EXPENSE	8140							15	
16	UNIFORMS & LAUNDRY	8150							16	
17	EMPLOYEE BENEFITS	8160	680	0.27%	5,218	0.55%	680	5,218	17	
18	WORKER'S COMPENSATION	8170	781	0.31%	7,661	0.81%	781	7,661	18	
19	PENSION & PROFIT SHARING	8180							19	
20	COMPANY VEHICLE & DEMONSTRATOR EXPENSE	8190			2,570	0.27%		2,570	20	
21	OFFICE SUPPLIES & STATIONERY	8200	196	0.08%	3,648	0.39%	196	3,648	21	
22	SMALL TOOLS & OTHER SUPPLIES	8210	2,000	0.79%	5,660	0.60%	2,000	5,660	22	
23	REPAIRS & MAINTENANCE - EQUIPMENT	8220							23	
24	DEPRECIATION - EQUIPMENT	8230							24	
25	EQUIPMENT RENTAL	8240			162	0.02%		162	25	
26	BAD DEBTS	8250							26	
27	BAD DEBTS RECOVERED	8260							27	
28	DATA PROCESSING	8270	13,425	5.29%	76,803	8.11%	13,425	76,803	28	
29	CREDIT COMPANY SERVICE FEES	8280							29	
30	TRAVEL - LODGING & TRANSPORTATION	8290							30	
31	MEALS & ENTERTAINMENT	8300							31	
32	MEMBERSHIP, DUES & PUBLICATIONS	8310	50	0.02%	363	0.04%	50	363	32	
33	POSTAGE	8320	474	0.19%	2,135	0.23%	474	2,135	33	
34	FREIGHT	8330							34	
35	CONTRIBUTIONS	8340							35	
36	LEGAL & ACCOUNTING SERVICES	8350	1,888	0.74%	8,802	0.93%	1,888	8,802	36	
37	TELEPHONE	8360	427	0.17%	2,121	0.22%	427	2,121	37	
38	OUTSIDE SERVICES	8370	-5,566	-2.19%	33,548	3.54%	-5,566	33,548	38	
39	BANK FEES	8380	1,144	0.45%	8,693	0.92%	1,144	8,693	39	
40	INSURANCE - OTHER	8390	1,164	0.46%	12,458	1.32%	1,164	12,458	40	
41	TAXES - OTHER	8400	-104	-0.04%	-104	-0.01%	-104	-104	41	
42	MISCELLANEOUS EXPENSE	8410							42	
43	RENT	8420	31,000	12.22%	155,000	16.37%	31,000	155,000	43	
44	AMORTIZATION - LEASEHOLDS & IMPROVEMENTS	8430							44	
45	REPAIRS & MAINTENANCE - REAL ESTATE	8440			500	0.05%		500	45	
46	DEPRECIATION - BUILDINGS & EQUIPMENT	8450							46	
47	TAXES - REAL ESTATE	8460	4,378	1.73%	21,888	2.31%	4,378	21,888	47	
48	INSURANCE - BUILDINGS & IMPROVEMENTS	8470							48	
49	INTEREST - MORTGAGE	8480							49	
50	UTILITIES	8490	2,811	1.11%	17,283	1.83%	2,811	17,283	50	
51	TOTAL EXPENSES		184,843	72.87%	1,264,655	133.56%	184,843	1,264,130	51	
52	OPERATING PROFIT (LOSS)		68,811	27.13%	-317,752	-33.56%	68,811	-317,227	52	
53	NET ADJUSTMENTS TO INCOME		1,175	0.46%	224,647	23.72%			53	
54	NET PROFIT (LOSS) BEFORE BONUS		69,986	27.59%	-93,105	-9.83%			54	
55	BONUSES - EMPLOYEES	8500							55	
56	BONUSES - OWNERS	8510							56	
57	NET PROFIT (LOSS) BEFORE TAXES		69,986	27.59%	-93,105	-9.83%			57	
58	ESTIMATED INCOME TAX	8520							58	
59	NET PROFIT (LOSS) AFTER TAXES		69,986	27.59%	-93,105	-9.83%			59	



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LINE NO.	ACCOUNT NO.	SERVICE DEPARTMENT		PARTS DEPARTMENT		BODY SHOP DEPARTMENT		LINE NO.
		MTD	YTD	MTD	YTD	MTD	YTD	
1	TOTAL DEALERSHIP GROSS PROFIT (PAGE 2 - LINE 49)							1
2	ADVERTISING	8000						2
3	SALES PROMOTION	8010						3
4	SALESPERSON COMPENSATION & INCENTIVES	8020						4
5	FINANCE & INSURANCE COMPENSATION	8040						5
6	FLOOR PLAN INTEREST	8050						6
7	DELIVERY EXPENSE	8060	525					7
8	POLICY EXPENSE	8070						8
9	COMPENSATION - OWNERS	8080						9
10	COMPENSATION - SUPERVISORS	8090						10
11	COMPENSATION - CLERICAL	8100						11
12	COMPENSATION - OTHER	8110						12
13	LEAVE - VACATION, SICK & HOLIDAY	8120						13
14	PAYROLL TAXES	8130						14
15	TRAINING EXPENSE	8140						15
16	UNIFORMS & LAUNDRY	8150						16
17	EMPLOYEE BENEFITS	8160						17
18	WORKER'S COMPENSATION	8170						18
19	PENSION & PROFIT SHARING	8180						19
20	COMPANY VEHICLE & DEMONSTRATOR EXPENSE	8190						20
21	OFFICE SUPPLIES & STATIONERY	8200						21
22	SMALL TOOLS & OTHER SUPPLIES	8210						22
23	REPAIRS & MAINTENANCE - EQUIPMENT	8220						23
24	DEPRECIATION - EQUIPMENT	8230						24
25	EQUIPMENT RENTAL	8240						25
26	BAD DEBTS	8250						26
27	BAD DEBTS RECOVERED	8260						27
28	DATA PROCESSING	8270						28
29	CREDIT COMPANY SERVICE FEES	8280						29
30	TRAVEL - LODGING & TRANSPORTATION	8290						30
31	MEALS & ENTERTAINMENT	8300						31
32	MEMBERSHIP, DUES & PUBLICATIONS	8310						32
33	POSTAGE	8320						33
34	FREIGHT	8330						34
35	CONTRIBUTIONS	8340						35
36	LEGAL & ACCOUNTING SERVICES	8350						36
37	TELEPHONE	8360						37
38	OUTSIDE SERVICES	8370						38
39	BANK FEES	8380						39
40	INSURANCE - OTHER	8390						40
41	TAXES - OTHER	8400						41
42	MISCELLANEOUS EXPENSE	8410						42
43	RENT	8420						43
44	AMORTIZATION - LEASEHOLDS & IMPROVEMENTS	8430						44
45	REPAIRS & MAINTENANCE - REAL ESTATE	8440						45
46	DEPRECIATION - BUILDINGS & EQUIPMENT	8450						46
47	TAXES - REAL ESTATE	8460						47
48	INSURANCE - BUILDINGS & IMPROVEMENTS	8470						48
49	INTEREST - MORTGAGE	8480						49
50	UTILITIES	8490						50
51	TOTAL EXPENSES		525					51
52	OPERATING PROFIT (LOSS)		-525					52
60	ADJUSTMENTS TO INCOME	ACCT NO.	MONTH	YTD	PERSONAL EXPENSE ANALYSIS			60
61	CASH DISCOUNTS EARNED	9020			TOTAL PERSONNEL	MONTH	YTD	61
62	CASH DISCOUNTS ALLOWED/GIVEN	9030			EXPENSE LINES	53,598	483,010	62
63	CAPITAL ASSETS, GAINS/LOSSES	9040			8 + 9 + 10 + 11 + 12			63
64	INTEREST INCOME	9050			+ 13 + 14 + 17 + 18			64
65	INTEREST EXPENSE	9060			PERCENTAGE OF			65
66	OTHER INCOME	9070	1,175	224,647	GROSS PROFIT			66
67	LEASE, RENTAL & OTH VEH. INCOME/EXPENSE	9100			DEPARTMENT EMPLOYEES AND MANAGERS			67
68	CASUALTY LOSSES	9200			SALES	BODY SHOP		68
69	OTHER EXPENSE	9220			PAI	LEASE/RENTAL/OTHER		69
70	NET ADJUSTMENTS TO INCOME		1,175	224,647	SERVICE	OFFICE		70
					PARTS	OWNERS		